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Message Text

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PAGE 01 CALCUT 00006 021152Z

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 RSC-01 /018 W
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R 020606Z JAN 75 ZDK
FM AMCONSUL CALCUTTA
TO USDOC WASHDC
INFO SECSTATE WASHDC 4373
AMEMBASSY NEW DELHI

UNCLAS CALCUTTA 0006

E.O. 11652: N/A
TAGS: BEXP, IN
SUBJ: INVESTMENT OPPORTUNITY: WEST BENGAL INDUSTRIAL
DEVELOPMENT CORPORATION SEEKS U.S. COLLABORATION TO
TO MANUFACTURE TUNGSTEN FILAMENT

FOR: FOREIGN INVESTMENT SERVICES STAFF: BIC - 287

I. REQUESTED ASSISTANCE:

MR. S. G. KRISHNAN, MANAGING DIRECTOR OF THE WEST BENGAL INDUSTRIAL DEVELOPMENT CORPORATION LTD., 23A NETAJI SUBHAS ROAD, CALCUTTA 700001, HAS REQUESTED THE ASSISTANCE OF THE CONSULATE GENERAL IN LOCATING AN INTERESTED U.S. COLLABORATOR WHO MAY SUPPLY TECHNICAL KNOW-HOW FOR MANUFACTURE OF TUNGSTEN FILAMENTS IN INDIA. MR. KRISHNAN HAS DIRECTLY APPROACHED WESTINGHOUSE AND PHILLIPS AND INVITED OFFERS FOR OUTRIGHT SALE OF TECHNOLOGY FROM ANY FOREIGN FIRM. MR. KRISHNAN TOLD US THAT HE WOULD PARTICULARLY WELCOME THE LICENSING ARRANGEMENT OR OUTRIGHT PURCHASE OF TECHNOLOGY FROM US FIRMS WHICH MIGHT BE INTERESTED IN THE FOLLOWING PROJECT.

II. OUTLINE OF THE PROJECT:

THE WEST BENGAL INDUSTRIAL DEVELOPMENT CORPORATION (WBIDC) HAS RECEIVED A LETTER OF INTENT (OFFICIAL APPROVAL) TO ESTABLISH A NEW UNIT FOR THE MANUFACTURE OF 104 MILLION
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PIECES OF TUNGSTEN FILAMENTS PER ANNUM FOR ELECTRIC LIGHT

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BULBS AND NEON TUBES. THE NEW UNIT WOULD BE A 'JOINT SECTOR' PROJECT IN PARTNERSHIP WITH ONE OF THE LARGEST BUSINESS HOUSES IN CALCUTTA, ANDREW YULE AND COMPANY (NOW UNDER GOI MANAGEMENT). THE OFFICIAL POLICY PERMITS TECHNICAL COLLABORATION FOR MANUFACTURE OF FILAMENTS WITH A ROYALTY PAYMENT UP TO THREE PERCENT. WEST BENGAL MANUFACTURES MORE THAN ONE-THIRD OF THE TOTAL NUMBER OF ELECTRIC LAMP BULBS IN INDIA, BUT THERE IS NOT ENOUGH LOCAL SUPPLY OF COMPONENTS AND FILAMENTS. WBIDC PLANS TO IMPORT TUNGSTEN RODS WHICH WOULD BE CONVERTED INTO WIRES FOR MANUFACTURE OF FILAMENTS. WBIDC HAS SPONSORED SEVERAL NEW INDUSTRIAL PROJECTS AND ARRANGED A TECHNICAL COLLABORATION AGREEMENT WITH THE AMERICAN FIRM, CHEMTEX FIBERS FOR MANUFACTURE OF 2,100 TONS OF MONOFILAMENT AND MULTIFILAMENT NYLON YARNS PER ANNUM.

III. COMMENT AND ACTION REQUESTED:

THE CONSULATE GENERAL HIGHLY RECOMMENDS THE REQUESTED INDO-UY COLLABORATION PROPOSAL. COMMERCE IS REQUESTED TO ASSIGN PRIORITY TO THE REQUESTED INTO-US COLLABORATION BY THE WBIDC AND ADVERTISE THIS OPPORTUNITY TO INTERESTED AMERICAN FIRMS.
ROSSELOT

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 02 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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From: CALCUTTA
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1975/newtext/t19750183/aaaacuti.tel
Line Count: 84
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 23 JAN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23 JAN 2003 by daviscw>; APPROVED <11 FEB 2004 by ShawDG>
Review Markings:

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EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: INVESTMENT OPPORTUNITY: WEST BENGAL INDUSTRIAL DEVELOPMENT CORPORATION SEEKS U.S. COLLABORATION TO
TAGS: BEXP, IN
To: COM
Type: TE
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